

Seeking a Product Manager to join our expanding team.

Ceres Nanosciences Inc. (“Ceres”) Ceres Nanosciences Inc. (“Ceres”) is engaged in the research, development, and commercialization of innovative sample preparation products, based on its proprietary Nanotrap® particle platform. Nanotrap® particles capture, concentrate, and preserve the most valuable analytes, enabling early and accurate detection of diseases such as cancer, cardiac, neurological, and infectious diseases, resulting in improved patient outcomes and reduced healthcare costs.

Role Description

Product Lifecycle Management

- Contributes to setting the long-term vision and product-line-level strategy. Defines the product vision, roadmap, and product positioning.
- Collaborates with cross-functional teams to drive product requirements and ensure that the right customer problems are being solved.
- Manages new product development inputs and schedules from feasibility to commercialization in a matrix environment.
- Systematically provides product pricing for new and existing products, focusing on increasing product profitability.
- Trains commercial team and distributors on new product capabilities.

Project Management

- Accountable for all project deliverables, scope, and alignment amongst key stakeholders, facilitation of Core Team meetings, and providing timely and accurate status updates to leadership teams and internal stakeholders throughout project lifecycles.
- Uses visual and daily management skills to manage project timelines and key milestones, and track project schedule adherence to ensure on-time delivery of all critical path tasks.
- Monitors KPIs post-launch to ensure sustainability.

Market Intelligence

- Leads voice of customer/voice of sales activities.
- Uses standardized customer insights practices to gather customer feedback to help define new products and improve current products.
- Tracks product performance, product use, and the impact of the product on end-users.
- Gathers, analyzes, and communicates market and competitive intelligence within Ceres.

Marketing

- Works closely with the transformative marketing team on go-to-market strategies and campaigns.
- Represents Ceres at conferences, trade shows, and special events.

Required Credentials

- Bachelor's Degree in Marketing, Engineering, Science, Business Administration or another related field.
- 5 years of experience in Product Management or Product /Service(s) Development function) or another related field.
- Strong analytical and process skills.
- Established project management skills.
- Ability to work effectively within a matrixed environment.

Diversity and Inclusion

Studies have shown that women and people of color are less likely to apply to jobs unless they meet every single qualification. At Ceres Nanosciences we are dedicated to building a diverse, inclusive, and collaborative workplace. If you're interested in this role but your past experience doesn't align perfectly with every qualification in the job description, we encourage you to apply.

Interested candidates should email a cover letter and CV to jobs@ceresnano.com